

January Debrief:

The information from the ongoing survey of Indiana's defense-related assets continues to trickle in. The early results are interesting and enlightening, and will help us as we work to grow defense industry dollars for Hoosier companies.

Among the statistics coming to light are the sectors in which Indiana companies currently excel. They are:

- Non-combat vehicles
- Electronics and communications equipment
- Services such as information technology
- Aircraft engines and spare parts

Geographically, Central Indiana leads the state for the number of defense contract dollars, followed by companies located in North Central Indiana, and then North East Indiana.

According to Compound Annual Growth Rate (CAGR) calculations, the defense industry in Indiana is outpacing our Gross State Product (GSP), the economic output of our state. Since 2002, the state's overall GSP has averaged 2.12% CAGR while Department of Defense prime contracts awarded to Indiana companies and universities has grown 24.21% CAGR.

I encourage those Indiana companies and educational institutions that have not yet participated in the study to do so. Just visit [www.indianadefensesurvey.com](http://www.indianadefensesurvey.com). The survey will only take a few minutes.

More data from the study is expected to be available in the coming months. Phase II of this initiative includes creating a forecast for potential business involving federal contracts, specifically with the Department Of Defense, National Aeronautic and Space Administration and Homeland Security Agency. The final step in this process is the creation of an action plan for Indiana companies and universities to increase their share of defense contract dollars.

### **Military Base Planning Council**

Just before the holidays, the Military Base Planning Council (MBPC) met at NSW Crane in Bedford. Lieutenant Governor Becky Skillman was on hand, along with Brig. Gen Omer Tooley from Camp Atterbury. General Tooley brought the group up to speed on a variety of initiatives surrounding the Muscatatuck facility becoming a premier Homeland Security and Homeland Defense training center. The MBPC continues to move forward to find ways to spur economic development in and around Crane and other military installations in Indiana.

I wanted to let you know our Military Base Planning Council page is up and running on our Web site. [Link] You'll find the latest information about the MBPC there, including

the minutes from December's meeting. If you haven't already signed up for automatic updates, please do so before you leave the site today.

### **Finding New Opportunities**

Part of our mission here is to grow the “pond” by providing the best information about what government contracts are available, and the best way to go about bringing those dollars home. And it can't just be about larger companies. Small businesses have their place in this process, too. Small business owners and managers need to continue to broaden the scope of networking in industry and interest groups, reaching out to stakeholders. As we “grow the pond” we also grow it UP—increasing federal contract dollars' importance, and rising higher on the list of economic development priorities from Indiana.

Coming up in the not-too-distant future, OED will coordinate a meeting on Coal-To-Liquid technology. Keep checking our website for information about when this meeting will take place. This year we will strive to put Indiana on the top of the list of those working to provide this battleground fuel of the future to the U.S. military.

Also, just around the corner we will be offering OED podcasts! We'll be providing audio for you to download to your computer or mp3 player on a variety of topics. They'll appear on the OED news page...starting soon!